

CLAIMS

1. A computer program product, comprising:

a computer storage medium and a computer program code mechanism embedded in the computer storage medium for causing a computer to control an analysis of compliance with a contract, the computer program code mechanism comprising:

a first computer code device configured to read in rules associated with a contract;

a second computer code device configured to read in performance milestones associated with the rules of the contract; and

a third computer code device configured to compare the performance milestones against the rules of the contract.

2. The computer program product as claimed in claim 1, wherein the third computer code device comprises a fourth computer code device configured to measure if a participant is entitled to a rebate.

3. The computer program product as claimed in claim 1, wherein the third computer code device comprises a fourth computer code device configured to measure if a participant is in breach of a contract sales amount.

4. The computer program product as claimed in claim 1, wherein the third computer code device comprises a fourth computer code device configured to measure if a participant is within a predetermined amount of achieving a next milestone.

5. The computer program product as claimed in claim 4, wherein the fourth computer code device comprises a fifth computer code device configured to send a notification to a sales representative if a participant is within a predetermined amount of achieving a next milestone.

6. A computer-implemented method comprising:

reading in rules associated with a contract;

reading in performance milestones associated with the rules of the contract;

and

comparing the performance milestones against the rules of the contract to determine contract compliance.

7. The computer-implemented method as claimed in claim 6, wherein the comparing step comprises measuring if a participant is entitled to a rebate.

8. The computer-implemented method as claimed in claim 6, wherein the comparing step comprises measuring if a participant is in breach of a contract sales amount.

9. The computer-implemented method as claimed in claim 6, wherein the comparing step comprises measuring if a participant is within a predetermined amount of achieving a next milestone.

10. The computer-implemented method as claimed in claim 9, wherein the measuring step comprises sending a notification to a sales representative if a participant is within a predetermined amount of achieving a next milestone.

11. The computer-implemented method as claimed in claim 9, wherein the measuring step comprises sending a notification to a participant if a participant is within a predetermined amount of achieving a next milestone.

12. A computer-implemented method comprising:
reading in rules associated with a contract;
reading in performance milestones associated with the rules of the contract;
measuring if a participant is within a predetermined amount of achieving a next milestone; and
notifying at least one of a participant and a contract manager of an amount needed to achieve the next milestone.

13. The computer-implemented method as claimed in claim 12, further comprising:
measuring if a purchasing behavior is modified based on the step of notifying.

14. A computer-implemented method comprising:
reading in rules associated with a contract;
reading in performance milestones associated with the rules of the contract;
reading in a current compliance level with the contract;
displaying the current compliance level with the contract;
simulating a change in the current compliance level to a modified compliance level;
displaying a rebate opportunity associated with the modified compliance level.

15. The computer-implemented method as claimed in claim 14, wherein the step of simulating comprises simulating a change by decreasing an amount of purchases.

16. The computer-implemented method as claimed in claim 14, wherein the step of simulating comprises simulating a change by increasing an amount of purchases.